

## 'SI' WRITES 'BO' MOTOR GOSSIP

More Than 100 Auto Licenses Issued During Week at D. C. Building.

### HAAS FINDS HIS CAR

Charles Semmes Is Getting New Display Rooms in Readiness—Plenty of Personnel.

Dear Bo—Note what you say in your letter about traffic conditions causing us some what in the west. That certainly is good news. The fact has been sweating all winter trying to get cars through to meet delivery dates, not to mind the idea of trying to have a few ahead for the summer selling season. The latter they have been unable to do.

That automobiles are still in demand in this neck of the woods can best be judged by the fact that more than one hundred licenses were issued last week by the automobile license clerk. To look over the list was like calling the roll of the cars represented here. Incidentally there were a few trucks listed. You know, Washington has never been considered a real truck town, owing to the fact that we have no factories here. But for all that there are some somewhere in the neighborhood of 800 commercial vehicles in use here.

On my way down Connecticut avenue the other morning I met Charles Semmes. He was out looking over his new place. It is beginning to take on the appearance of a showroom now. He told me the firm has hopes of being in the quarters about June, but that he will not make any promises, as already there have been too many disappointments as to the time it was to be completed. Without a doubt it will be one of the finest display rooms in this section of the country and a fitting home for the Hudson and Dodge line of cars. Understand that it will also be used as the display headquarters for the Wilcox and Vim trucks, the commercial lines represented by the Semmes Motor Company.

Guess that you have seen by the papers that joyriders or automobile thieves, whichever name you wish to apply, are again at work in Washington. Their latest victim was our old friend J. J. Haas. They took his car from in front of the theater the other evening, used it as long as they wished, and then left it at the service station of the company from whom he purchased it. In the meantime J. J. spent about forty uncomfortable hours. He tells me that the machine is none the worse for wear.

Did you ever know that "Bob" Gieb was one of the best Delco agents in the East. I never did until the other day. Of course, you remember "Bob," service manager for Cook and Stoddard, the Cadillac people. J. M. Stoddard was telling me that every now and then after everybody else has given up on a Delco that is misbehaving they bring it to "Bob" and it is only a very short time until he has it doing his bidding. To talk with "Bob" you would not think that he was at all interested in this feature of the motor car.

You know, Sam Luttrell always did like to get out in the open when the weather was good. On the first bright day that we had last week he went out for a trip through Maryland and Pennsylvania in his Packard twin "Six." While away he visited Gettysburg and gathered a few ideas about camping from the West Point cadets who were in camp up there all week. Expect to hear of him going down to Winthrop, the rifle range, any day now and trying his hand at shooting. Bet the mark he makes will be something for these other crack shots around town to fire at for a while. "Sam" is "there" when it comes to hitting the bulls-eye.

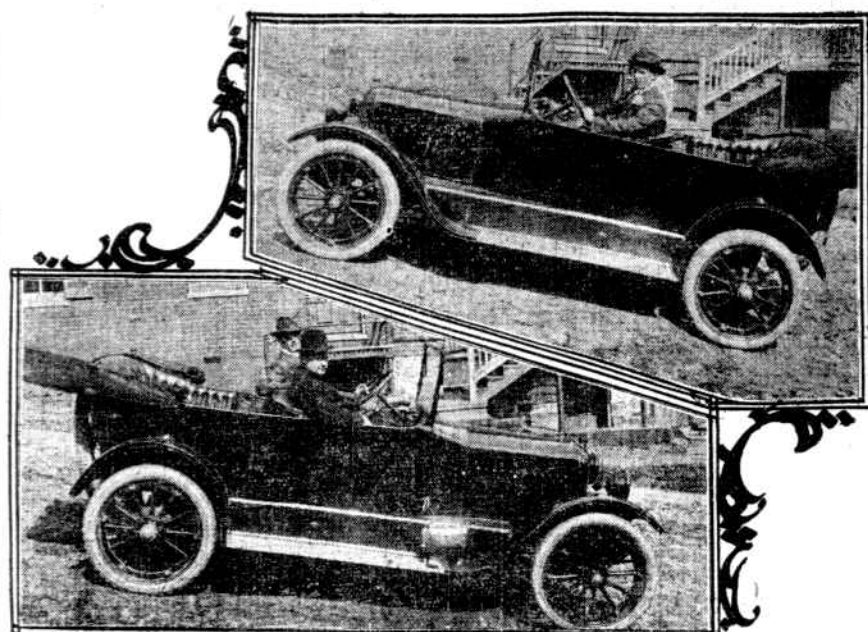
If there is one dealer in town that has sold on his product it is Royce Hough. In addition to the Scripps Booth, he is now handling the Mirmon, and though he has had the agency less than a week, there is not a thing about this car that he cannot discuss and that he does not at every opportunity. By the way, he is putting the Scripps over. In the month that he has had the agency he has sold seven machines.

Stanley Horner is having it soft these days. The Buick product is all sold up until July 1, and Stanley has nothing to do now but sit down and wait for the cars still on delivery date to come through.

You know Al Wilson, certainly you do. Well, he says he is not going to speak to any of us any more. He has bought himself a new car, a Dodge roadster, and claims that the only man in town that he will permit to grace the car with him is Tom Bone.

Did I tell you that Bailey Gish had sold out his garage business to H. S. Baum. Bailey is going into the selling end of the business and has taken the agency for the Haynes car. To

## GRANT SIX LAUGHS AT HILLS.



W. J. McLean demonstrating that it is just as easy to go up Thirty-fifth street hill as it is to come down.

date he has not secured a showroom, though he has one or two places in view. Good automobile showrooms are not the easiest thing in the city to find. His idea is eventually to build a place of his own.

Lawton Herriman is branching out. He has opened a second tire store out on Georgia avenue, right at the District line. In addition to handling tires and accessories, he is also going to supply gasoline and oil. This should be a good stand, in as much as this road is very heavily traveled.

Had quite a chat with Dave Dunnigan the other afternoon. Dave is more fortunate than the rest of us poor mortals. He owns two automobiles—a closed car for winter and a roadster for summer use. To quote him: "I guess it is about time to put the closed car in the shed and get out the roadster." You know, "Dave" is one of our largest real estate builders now.

Saw Gemmill, the Goodyear manager, for a few minutes the other day. Like every other tire man he was smiling all over at the warm weather. It means that from now on tire business will be on the boom, though judging from what he said about the amount of business he had done up to date this season, he has no cause for complaint. You know, they took a slice of territory away from him and gave it to Richmond this spring, but despite this, he is running ahead of last year.

Asked Lamar Jackson the other day which he would rather give up—his Winton agency or his farm. Said that it would be a matter to give him considerable trouble in deciding. You know, he has a dandy farm a few miles beyond the District line in Maryland and his himself back and forth to it every day. His herd of cattle is considered one of the finest in the State of Maryland.

Coming out New York avenue the other day, I dropped in to pass the time of day with Ashby Deach, the Republic tire man. Last you do not know him by this name, he trades as the Washington Auto Supply Company. His shop was full of work and he himself was in the midst of it, cutting down a big casing.

Ford Young is another of our motoring fraternity who smiles twenty hours out of the twenty-four as the weather continues to grow warm. You know that Ford is now in business for himself. The same old line that he has been engaged in for some years, selling ice cream, and naturally hot weather is his meat.

Being color blind I cannot tell you the exact shades that C. J. Rogers' Westcott roadster is painted, but there is one thing that I can say for it, and that is that it certainly is a beautiful job, and he gets all the fun out of it that there is to be had out of a machine. He never misses an opportunity to get out in the open with it, and I heard him say the other day that he had plans made for motoring trips on every holiday this summer.

Cliff Long has not made his spring pilgrimage to the Studebaker plant at Detroit yet, but I believe he is about getting set for the journey. You know, the colonel is not the most talkative person in the world, but he remarked the other day that he thought the time was getting about right for him to hike out West and see for himself just how well the factory would

be able to care for his shipments of Studebakers this spring.

Tom Moore has a cellar full of brass that he would not sell at any price. Asked him about it the other day and he said, "The minute that I got rid of it some fellow would come in here with an obsolete lamp or bracket and want it fixed. Just the necessary part to make the repair would have been in that pile of junk, and where would I be? No, sir, just as long as I am in business that stuff will stay there. It will be the last thing that I sell."

Had a visit with Welding Owen the other day and he was telling me about the success that he and Tighman are having with the rebuilding car business which they started early in the winter. Quite a stunt they take a machine of good make, rebuild it, paint it, and guarantee the job. Quite a number have already taken advantage of the chance to have this work done, as it insures them practically a new car at much less than the cost of a new machine.

Well, Old Top, I want to get over to the District Building before it closes and find out the grades on some of the hills around town about which there has been so much talk. Quite a crowd here have been talking about the power of their cars and what hills they can take on high, and incidentally mentioning the grades of the hills. Just want to check up on a few of these arguments. Will let you know what I find out.

Obeys the traffic laws and you will be lone some.

## LATEST APPOINTMENTS UNIVERSALLY WANTED

Saxon Distributors Say Buyers Insist on Up-to-Date Appliances in All Cars.

"Isn't it typical of the American people to want the latest appointments in motor cars?" asked M. A. Baylis of the Record Auto Company, local distributors of the Saxon Motor Cars, in speaking of the latest developments in the automobile.

"It's just another indication of that great maxim of America, 'only the latest and best.'"

"Take the Saxon 'Six' as an example. It's a moderate priced car, but has the quality appointments of the costly cars. Of course, a starting and lighting system is now standard equipment, not a feature attraction of a car, but in the Saxon 'Six' it is in the nature of a luxury, being a two-unit system of great efficiency."

"It's the motor that makes the wheels go around," he continued. "What would the motor car be without the motor? And the endurance and power of the engine has the same relation to the life of an automobile that the human heart has to the life of the body."

"These are two of the many good points of the new series Saxon 'Six.' The Saxon 'Six' motor is a mighty affair from point of power—yet it isn't heavy and cumbersome. There's a steady flow of power on a low gasoline consumption and a silence and perfect co-ordination of power development."

## MITCHELL EIGHT HAS IMPROVED TYPE BODY

Latest Model Features Tonneau Cover, Disappearing Auxiliary Seats and Locker Compartment.

With a new type body featuring a tonneau cover, disappearing auxiliary seats in the seven-passenger, tonneau light and locker compartment on the instrument board, the Mitchell-Lewis Motor Company of Racine, Wis., are continuing the eight-cylinder model that during last fall met with such universal favor. The radiator higher and deeper, with its removable even baked black enameled shell, strengthens the appearance of the front end and raises the line from the radiator to cowl into a more sweeping effect as it rounds off into the body. The second cowl removes the last jarring note to the eye in the carrying out of the full streamline effect for it smooths out the driver's seat into a part of the body itself and at the same time provides a compartment for the auxiliary seats in the seven-passenger which allows them to be folded back completely out of sight when not in use.

The eight-cylinder "V" type motor with its three-inch bore and five and one-eighth inch stroke remains intact in the same chassis but the wheelbase has been lengthened two inches to 127 inches to accommodate the additional two-inch length which has been added to the Bate improvement cantilever springs which gained for these cars the name of the "Easiest Riding Cars in the World."

This "V" type engine retained to power the new motor body design established some very unique performance records since announced early last fall, notably—the record of 12.5 miles to the gallon of gasoline and a flexibility that practically eliminated all necessity for the shifting of gears.

This new Mitchell eight with the prestige it has already established in operation, will, with the new body design, into which has been built all the little conveniences and equipment shown on the best models exhibited at the recent New York and Chicago automobile shows and these conveniences are a part of extra cost for they are all paid for through the 10,000 savings in manufacturing costs made possible by John W. Bate, the efficiency engineering expert, in his thirteen years as designer and builder of Mitchell cars.

Stoves for Motor Parties.

Alcohol-gas stoves made with one, two or three burners, have proven convenient for use in homes where gas is not available and for motor or yachting parties. The stoves, which are described, with illustration, in the April Popular Mechanics Magazine, have a gravity feed, use denatured alcohol which is transformed into gas, and are always ready for instant use. A popular form of this type of stove is one with two burners, nickel-plated and fitted with black-painted handles, by which the flames are controlled. The alcohol is contained in a receptacle mounted above and back of the stove. Chafin dishes and percolators are also constructed on the same principle. It is said that 25 cents worth of denatured alcohol will supply two burners for eight hours. The two-burner stove has been particularly popular with picknicking motorists.

## PULLMAN CO. EXPANDS YORK CAR FACTORIES

Steady Growth of Thirteen Years Requires Larger Quarters for Pennsylvania Plant.

Thirteen years ago historic York, Pa., renowned for its silk productions, large foundries, car shops and manufacturing of everything from condensed milk to church organs, became famous with the birth of the Pullman Motor Car Company, as the eastern metropolis of the automobile industry. Today York is the "Detroit of the East," so-called because of the wonderful development of the Pullman car and its world-wide fame.

Now word comes from York that the Pullman Motor Car Company has outgrown its already large quarters, and is literally bulging out of its plants, and is crying for more space—indisputable evidence that its remarkable increase in business must appraise the law of supply and demand.

In its thirteen years' career the company's development has been most consistent with the trend of time, due to the enviable reputation it has made through fair dealing, bed-rock honesty, and complete absence of the "mush-roominess" so prevalent in latter date concerns.

In connection with the news that the company's growth necessitated larger quarters and increased facilities, and in the light of the increasing importance which automobile buyers attach to the financial resources and stability of the manufacturer, the latest annual report of the Pullman Company is interesting.

An analysis of the report shows that the year 1915 produced in sales an increase of 600 per cent over the previous year, which had up to that time set the high mark.

## ROADS GOOD INVESTMENT.

Better Highways Mean Prosperity to Both Town and Country.

"To some people good roads mean simply an advantage for the motorist; a convenience that was created and is maintained exclusively for the motorist's benefit, enabling him to get from place to place comfortably, safely and on time," said Charles Semmes, president of the Semmes Motor Company.

"Yet good roads mean more than an opportunity to get out on tours from the health-giving and pleasure standpoint. Good roads are closely bound up with progress and prosperity. It is fair to say that good roads benefit everybody; the city people, those who live in towns and those who live on farms. Of course, the fast-growing use of motor cars—the fact that automobiles are now considered practically a necessity for everybody—has been the biggest single influence in awakening this country to the fact that money expended in good roads extension and improvement is money well spent."

## FLIGHT FROM WAR FATAL.

Magnite Came Here to Save His Life, but Lost It.

Burlington, N. J., March 26.—Leon Magnite fled from Italy a month ago to escape war service. On the voyage from Naples the vessel on which he sailed was pursued and attacked by a torpedo boat but escaped.

Magnite landed in New York a week ago and came to Burlington. He was not acclimated to the sudden changes in temperature of the last few days and contracted pneumonia. He died last night and was buried this afternoon. His widow and seven children in Italy have yet to learn that in attempting to save his life he lost it.

## LUBRICANT IN TIRES MEANS MORE MILEAGE

Circle Company, Distributors for Miller Concern, Tells Advantage of Secret Process.

In order to impress upon Miller dealers the vital importance of lubricant in tires, R. A. Israel, of the Circle Tire Company, Miller Tire distributors, has created an apt comparison that drives home the forcefulness of his argument. He asks his customers, "What would be the effect on a tire if, when it is vulcanized, it is loaded with germs or insects that rot or eat the cotton fabric? It would produce a weakened and impaired tire—one with its foundation of fabric undermined. No one would buy such a tire if they knew it was alive on the inside with these destructive agents."

"Let us show you how Miller tires are free from this danger. All tires must be vulcanized. This is the process that makes a unit of the fabric on the inside and of the rubber on the surface. At this crucial stage of building the tire, it can be perfected or it can be marred—its long life insured, or it is doomed to give short mileage. For a good rubber compound, fine workmanship, excellent details in construction, such as a good non-skid tread, may mean much or little, depending entirely upon how well the tire survives the vulcanizing process."

"The Miller method of vulcanizing is a scientific achievement. This secret method preserves the vegetable wax and oil in the cotton fabric. If this natural lubricant was cooked out of the fabric during vulcanization the effect would be as grave as if the fabric was inoculated with germs or insects. When the wax and oil are burned out the strength of the fabric is gone. It is then weakened and brittle. The difference between tire fabric and its oil and wax intact and fabric deprived of this life blood is as great as the difference between tough sole leather and tissue paper."

## Four-Cycle Engine German Work.

The first practical application of the four-cycle engine of today was the work of the German, Dr. N. A. Otto, who patented his engine in 1876. The modern four-cycle engine is still often referred to as an Otto-cycle engine.

## COLE MOTOR CAR FIRM ENLARGES BIG PLANT

"Standardized" Factory at Indianapolis Improved to Handle Increased Trade.

With the increased production of the present season by the Cole Motor Car Company in Indianapolis, has come a general improvement and enlargement of the "standardized" plant. Every available foot of floor space in the big factory is being utilized. The service station has been moved to a place nearer the center of the city and the building formerly occupied by this branch has been converted into a new and enlarged final test department.

The court between the new concrete structure and the smaller brick buildings occupied by the parts department and stock room has been surfaced with cement and will be utilized to house frames and other materials which are coming into the plant by the carload. The arrangement of the receiving department has been changed to expedite the handling of incoming material. Schedules for the moving of material through the plant, for shipping of cars, etc., have been worked out systematically, so that no delays will be experienced anywhere along the line.

The traffic department of the company, which in times like these is looked to in getting materials into the factory on schedule time, has been materially increased. Many cars are constantly out on the road, working both with the railroad and with the parts producers seeing that shipments are made and that materials are not delayed along the line. Every other department in the factory has been enlarged and strengthened. Work is going on night and day in an effort to supply the demand for the Cole Eight, which continues to increase day by day.

"This is the busiest year in the history of the company," said Perry Rowe, of Henderson & Rowe. "I have been told by those who have been with the Cole since its inception that they have never witnessed such activity as that of the present year."

An ingenious Bath (Me.) fisherman, wishing to dye his net, took a two-quart jar of preserved blueberries and developed a good dye, "setting" the color with a preparation from alum. The net is now a good indigo blue.

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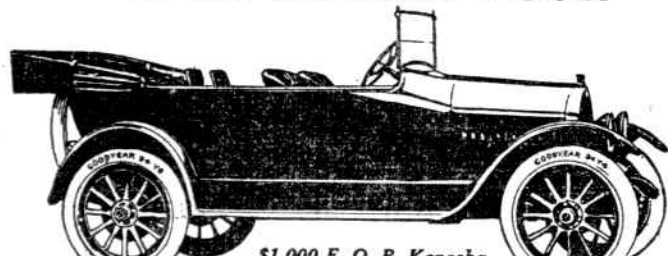
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